CLAIMS

What is claimed is:

1.   A method for modeling sales processes, the method comprising:

acquiring sales process information from at least one existing business model;

defining at least one parameter that characterizes at least one best practice related to said at least one existing business model;

creating at least one rule based on said at least one defined parameter identifying said at least one best practice; and

modeling a new sales process using said at least one created rule.

2.   The method according to claim 1, wherein said modeling further comprises adaptively combining rules from a plurality of best practices and at least one manual input to execute said modeling of said new sales process.

3.   The method according to claim 1, wherein said at least one created rule is a generic rule applicable to a plurality of contexts.

4.   The method according to claim 1, wherein said at least one created rule is applicable to a particular context.

5.   The method according to claim 1, further comprising:

receiving at least one real-time update from at least one information source; and

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modifying at least of one said created rule based on at least a portion of said real-time update.

6.   The method according to claim 5, further comprising dynamically modifying said at least one of said created rule in real-time.

7.   The method according to claim 1, further comprising generating by analogy, at least one option or suggestion which may be utilized for said creating of said at least one rule.

8.   The method according to claim 7, further comprising identifying and selecting at least one fragment of sales process information to be utilized for said generating by said analogy.

9.   The method according to claim 8, further comprising identifying and selecting said at least one fragment of sales process information based on a context associated with said at least one fragment of sales process information.

10.   The method according to claim 8, further comprising receiving at least one input received context for said identifying and selecting of said at least one fragment of sales process information.

11.   A machine readable storage, having stored thereon a computer program having at least one code section for modeling sales processes, the at least one code section executable by a machine for causing the machine to perform the steps comprising:

acquiring sales process information from at least one existing business model;

defining at least one parameter that characterizes at least one best practice related to said at least one existing business model;

creating at least one rule based on said at least one defined parameter identifying said at least one best practice; and

modeling a new sales process using said at least one created rule.

12.   The machine readable storage according to claim 11, further comprising code for adaptively combining rules from a plurality of best practices and at least one manual input to execute said modeling of said new sales process.

13.   The machine readable storage according to claim 11, wherein said at least one created rule is a generic rule applicable to a plurality of contexts.

14.   The machine readable storage according to claim 11, wherein said at least one created rule is applicable to a particular context.

15. The machine readable storage according to claim 11, further comprising code for:

receiving at least one real-time update from at least one information source; and

modifying at least of one said created rule based on at least a portion of said real-time update.

16. The machine readable storage according to claim 15, further comprises code for dynamically modifying said at least one of said created rule in real-time.

17. The machine readable storage according to claim 11, further comprising code for generating by analogy, at least one option or suggestion which may be utilized for said creating of said at least one rule.

18. The machine readable storage according to claim 17, further comprising code for identifying and selecting at least one fragment of sales process information to be utilized for said generating by said analogy.

19. The machine readable storage according to claim 18, further comprising code for identifying and selecting said at least one fragment of sales process information based on a context associated with said at least one fragment of sales process information.

20.   The machine readable storage according to claim 18, further comprising code for receiving at least one input received context for said identifying and selecting of said at least one fragment of sales process information.

21.   A system for modeling sales processes, the system comprising:

a sales process server that acquires sales process information from at least one existing business model;

said sales process server defines at least one parameter that characterizes at least one best practice related to said at least one existing business model;

a sales process rules engine that creates at least one rule based on said at least one defined parameter identifying said at least one best practice; and

a sales process modeler that models a new sales process using said at least one created rule.

22.   The system according to claim 21, further comprising a sales process discoverer that adaptively combines rules from a plurality of best practices and at least one manual input to execute said modeling of said new sales process.

23.   The system according to claim 21, wherein said at least one created rule is a generic rule applicable to a plurality of contexts.

24.   The system according to claim 21, wherein said at least one created rule is applicable to a particular context.

25.   The system according to claim 21, wherein said sales process server:

receives at least one real-time update from at least one information source; and

a sales process rules engine modifies at least of one said created rule based on at least a portion of said real-time update.

26.   The system according to claim 25, wherein said sales process rules engine dynamically modifies said at least one of said created rule in real-time.

27.   The system according to claim 21, wherein a sales process rules engine generates by analogy, at least one option or suggestion which may be utilized for said creating of said at least one rule.

28.   The system according to claim 27, wherein a sales process discoverer identifies and selects at least one fragment of sales process information to be utilized for said generating by analogy.

29.   The system according to claim 28, wherein at least one of said sales process discoverer and said sales process engine identifies and selects said at least

one fragment of sales process information based on a context associated with said at least one fragment of sales process information.

30. The system according to claim 28, wherein said sale process server receives at least one input received context for said identifying and selecting of said at least one fragment of sales process information.